

## WHO WE ARE

### Permanent Capital. Enduring Legacy.

South Haven Investment Group is a single-family office deploying our own capital across commercial real estate, operating companies, and emerging managers. We answer to no outside investors and hold no predetermined exit timelines.

Our horizon is measured in generations, not quarters. We partner with exceptional operators who think like owners — and we bring the patience and alignment to prove it.

#### STRUCTURE

Single-Family  
Office

#### REDEMPTION PRESSURE

None

#### OUTSIDE INVESTORS

None

#### CAPITAL TYPE

Proprietary &  
Permanent

#### INVESTMENT HORIZON

Indefinite

#### HOLDING-CO LEVERAGE

None

PREFERRED ASSET TYPES

Multifamily communities (garden, mid-rise)

Industrial & flex/light industrial

Neighborhood retail (necessity-anchored)

Medical office & outpatient facilities

Stabilized Core

Value-Add

No Ground-Up

No Gut Rehab

TARGET MARKETS

Utah (Salt Lake City, Provo, Ogden, St. George)

North Carolina (Charlotte, Raleigh-Durham, Asheville, Wilmington)

South Carolina (Charleston, Greenville, Columbia, Myrtle Beach)

Florida (Miami, Tampa, Orlando, Jacksonville, Sarasota, Naples)

Texas (Houston, Dallas, Austin, San Antonio, Fort Worth)

Tennessee (Nashville, Knoxville, Chattanooga, Memphis)

Wyoming (Jackson, Cheyenne, Casper)

Georgia — excluding Atlanta MSA

Huntsville, AL metro & Madison County

Focus on supply-constrained, high-growth markets with durable demand fundamentals. All markets considered on a case-by-case basis for exceptional opportunities.

CRITERION	Track A — Opportunity Zone	Track B — University-Proximal
MINIMUM PRICE	\$3,000,000	\$8,000,000
MAXIMUM PRICE	No limit	\$45,000,000
CAP RATE FLOOR	Case-by-case	6.0% minimum
HOLD PERIOD	10-year minimum (OZ rule)	Indefinite preferred
ASSET TYPES	Any qualifying type	Multifamily, Retail, Office
LOCATION REQUIREMENT	Federally designated rural QOZ; unimproved or original-use	Same city as university with 2,000+ enrollment
KEY QUALIFIER	IRS rural census tract; no prior OZ improvement	University demand drives occupancy floor

**Automatic Disqualifiers**

Ground-up development · Entitled land / shovel-ready sites · Full gut rehab or complete demolition · Anchor tenant replacement plays · Foreclosure auction / tax lien / bankruptcy sale · Already-improved OZ assets (Track A)

*We are patient, flexible on structure, and indifferent to quarter-end pressure — which means we can move decisively when the asset and operator merit it.*

### BUSINESS PROFILE

Founder- or family-owned businesses

EBITDA of \$1M – \$5M (flexible for exceptional situations)

Durable competitive advantages

Recurring or contractual revenue

Defensible market position

### WHAT WE BRING

Controlling interest purchase

No leverage at the holding-company level

No predetermined exit timeline

Long-term operator alignment

Patient capital for organic & add-on growth

### IDEAL SELLER PROFILE

Retiring founders seeking legacy continuity

Owner-operators who want a capital partner, not a financial sponsor

Management teams ready to step into ownership

Businesses in transition with strong underlying fundamentals

**Our pledge:** We are classic hold-forever buyers. We do not buy businesses to flip them. We do not impose growth-at-all-costs mandates or financial engineering. We look for operators who share our belief that enduring businesses are built slowly, with intention — and we back them accordingly.

## III. Emerging Managers & Venture

### MANAGER CRITERIA

Best-in-class managers overlooked by larger institutions

Spin-outs from established platforms

First- and second-time funds with differentiated sourcing

Early-stage venture with concentrated, high-conviction theses

Managers with demonstrated character and alignment

### OUR APPROACH

Early anchor commitments — before the close

Direct co-investment in select portfolio companies

Long-term LP relationships across multiple vehicles

We evaluate the person before the deck

Conviction, character, and long-term thinking above all

We make bets on human capital. The best managers are often passed over by institutions that optimize for track record length rather than quality of thinking. We fill that gap.

# How We Engage

## 01

### INITIAL CONVERSATION

A direct, unscripted conversation about the opportunity, the operator, and fit. No NDA required upfront. We move quickly.

## 02

### DILIGENCE

Focused and proportionate. We do not run exhaustive processes for the sake of process. We know what we need to know.

## 03

### STRUCTURE & TERMS

Simple, fair, and aligned. No hidden economics. We document what we agree to and honor it.

## 04

### PARTNERSHIP

We become long-term partners, not monitors. Available when needed, disciplined enough to stay out of the way when not.

## South Haven Investment Group

Single-Family Office · Palm Beach, Florida  
Proprietary capital · No outside investors

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